VOLUME CONTENTS

Vol. 34 No. 1 January 1993 1992

EDWARD KOFLER and PETER ZWEIFEL / One-Shot Decisions under Linear Partial Information 1

STEPHEN A. CLARK / Revealed Preference and Linear Utility 21

JONATHAN H. HAMILTON and STEVEN M. SLUTSKY / Endogenizing the Order of Moves in Matrix Games 47

JOHN W. CARROLL / The Indefinitely Iterated Prisoner's Dilemma: Reply to Becker and Cudd 63

MAARTEN C. W. JANSSEN / Sociology in the Economic Mode 73

Vol. 34 No. 2 March 1993 1992

L. ROBIN KELLER, UZI SEGAL, and TAN WANG / The Becker–DeGroot–Marschak Mechanism and Generalized Utility Theories: Theoretical Predictions and Empirical Observations 83

ELIZABETH E. NOBLE and PEDRO P. SANCHEZ / A Note on the Information Content of a Consistent Pairwise Comparison Judgment Matrix of an AHP Decision Maker 99

PETER BARDSLEY / Local Utility Functions 109

PETER C. FISHBURN / The Axioms and Algebra of Ambiguity 119

JEAN-PIERRE PONSSARD and HERVÉ TANGUY / Planning in Firms as an Interactive Process 139

FRANCIS BLOCH / Nondictatorial Social Welfare Functions with Different Discrimination Structures 161

VOLUME CONTENTS

Vol. 34 No. 3 May 1993 1992

SPECIAL ISSUE

SYSTEMS SUPPORT FOR INTERNATIONAL NEGOTIATION: IMPLICATIONS FOR APPLICATION

Edited by

BERTRAM I. SPECTOR

Introduction 177

BERTRAM I. SPECTOR / Decision Analysis for Practical Negotiation Application 183

ANDRZEJ P. WIERZBICKI, LECH KRUŚ, and MAREK MAKOWSKI / The Role of Multi-Objective Optimization in Negotiation and Mediation Support 201

DANIEL DRUCKMAN / Statistical Analysis for Negotiation Support 215

BERTRAND R. MUNIER and JEAN-LOUIS RULLIÈRE / Are Game Theoretic Concepts Suitable Negotiation Support Tools? From Nash Equilibrium Refinements toward a Cognitive Concept of Rationality 235

G. MATTHEW BONHAM / Cognitive Mapping as a Technique for Supporting International Negotiation 255

DHANESH K. SAMARASAN / Analysis, Modeling, and the Management of International Negotiations 275

G. E. KERSTEN / Negotiation Support: Development of Representations and Reasoning 293

STEPHEN J. ANDRIOLE / Information Management Support for International Negotiations 313

GERHARD HAFNER / The Use of Analytical Methods and Tools in International Negotiations: A Practitioner's Perspective 329

I. WILLIAM ZARTMAN / Decision Support and Negotiation Research: A Researcher's Perspective 345